

**MONTH ENDING AUGUST 31, 2007  
LOTS AND LAND**

Zip Code	New Listings	Average List Price	Median List Price	Total New Listing Value	Sold Listings	Average Sold Price	Median Sale Price	Total Sold Value	% Sale Price to List Price	Average Days on Market	MO INV
91901 ALPINE	3	\$481,666	\$475,000	\$1,445,000	0	\$	\$		0.00%		0
91902 BONITA	1	\$13,500,000	\$13,500,000	\$13,500,000	0	\$	\$		0.00%		0
91905 BOULEVARD	6	\$639,649	\$243,900	\$3,837,899	0	\$	\$		0.00%		0
91906 CAMPO	5	\$388,779	\$249,900	\$1,943,895	1	\$600,000	\$600,000	\$600,000	60.30%	1,122	22
91910 CHULA VISTA	1	\$675,000	\$675,000	\$675,000	0	\$	\$		0.00%		8
91911 CHULA VISTA	1	\$500,000	\$500,000	\$500,000	0	\$	\$		0.00%		0
91913 CHULA VISTA	0	\$	\$		0	\$	\$		0.00%		0
91914 CHULA VISTA	1	\$1,000,000	\$1,000,000	\$1,000,000	0	\$	\$		0.00%		0
91915 CHULA VISTA	0	\$	\$		0	\$	\$		0.00%		0
91916 DESCANSO	1	\$370,000	\$370,000	\$370,000	0	\$	\$		0.00%		0
91917 DULZURA	1	\$539,900	\$539,900	\$539,900	0	\$	\$		0.00%		0
91931 GUATAY	0	\$	\$		0	\$	\$		0.00%		0
91932 IMPERIAL BEACH	0	\$	\$		0	\$	\$		0.00%		0
91934 JACUMBA	3	\$180,000	\$130,000	\$540,000	0	\$	\$		0.00%		8
91935 JAMUL	9	\$733,666	\$420,000	\$6,602,999	2	\$425,000	\$265,000	\$850,000	85.95%	178	69
91941 LA MESA	4	\$589,500	\$375,000	\$2,358,000	1	\$265,000	\$265,000	\$265,000	85.51%	196	27
91942 LA MESA	0	\$	\$		0	\$	\$		0.00%		0
91945 LEMON GROVE	1	\$399,900	\$399,900	\$399,900	0	\$	\$		0.00%		0
91948 MOUNT LAGUNA	0	\$	\$		0	\$	\$		0.00%		0
91950 NATIONAL CITY	2	\$640,000	\$580,000	\$1,280,000	0	\$	\$		0.00%		14
91962 PINE VALLEY	6	\$186,661	\$180,000	\$1,119,970	0	\$	\$		0.00%		13
91963 POTRERO	1	\$99,000	\$99,000	\$99,000	0	\$	\$		0.00%		10
91977 SPRING VALLEY	7	\$1,021,685	\$750,000	\$7,151,800	0	\$	\$		0.00%		0
91978 SPRING VALLEY	0	\$	\$		0	\$	\$		0.00%		0
91980 TECATE	1	\$125,000	\$125,000	\$125,000	1	\$125,000	\$125,000	\$125,000	100.00%	0	4
92003 BONSAI	7	\$464,557	\$479,000	\$3,251,900	0	\$	\$		0.00%		21
92004 BORREGO SPRINGS	21	\$128,085	\$112,000	\$2,689,800	4	\$30,425	\$33,500	\$121,700	85.10%	213	57
92007 CARDIFF BY THE SEA	2	\$1,135,000	\$975,000	\$2,270,000	0	\$	\$		0.00%		5
92008 CARLSBAD	5	\$870,000	\$450,000	\$4,350,000	0	\$	\$		0.00%		0
92009 CARLSBAD	0	\$	\$		0	\$	\$		0.00%		0
92010 CARLSBAD	0	\$	\$		0	\$	\$		0.00%		0
92011 CARLSBAD	1	\$995,000	\$995,000	\$995,000	0	\$	\$		0.00%		0
92014 DEL MAR	1	\$76,000,000	\$76,000,000	\$76,000,000	0	\$	\$		0.00%		0
92019 EL CAJON	0	\$	\$		0	\$	\$		0.00%		19
92020 EL CAJON	0	\$	\$		0	\$	\$		0.00%		4
92021 EL CAJON	8	\$422,450	\$399,900	\$3,379,600	0	\$	\$		0.00%		0
92024 ENCINITAS	4	\$955,500	\$783,000	\$3,822,000	0	\$	\$		0.00%		36
92025 ESCONDIDO	6	\$626,483	\$459,900	\$3,758,900	0	\$	\$		0.00%		0
92026 ESCONDIDO	8	\$525,056	\$389,000	\$4,200,450	2	\$857,500	\$280,000	\$1,715,000	96.40%	60	35
92027 ESCONDIDO	8	\$561,250	\$525,000	\$4,490,000	0	\$	\$		0.00%		23
92028 FALLBROOK	31	\$480,641	\$425,000	\$14,899,900	4	\$381,500	\$266,000	\$1,526,000	83.03%	283	36
92029 ESCONDIDO	2	\$477,000	\$279,000	\$954,000	1	\$655,500	\$655,500	\$655,500	54.63%	308	0
92036 JULIAN	20	\$140,315	\$119,000	\$2,806,300	3	\$183,333	\$229,000	\$550,000	97.69%	193	54
92037 LA JOLLA	4	\$2,022,719	\$1,800,000	\$8,090,876	1	\$1,900,000	\$1,900,000	\$1,900,000	115.15%	216	0
92040 LAKESIDE	2	\$332,450	\$179,900	\$664,900	0	\$	\$		0.00%		0
92054 OCEANSIDE	4	\$793,250	\$349,000	\$3,173,000	0	\$	\$		0.00%		15
92056 OCEANSIDE	0	\$	\$		0	\$	\$		0.00%		0
92057 OCEANSIDE	2	\$375,000	\$270,000	\$750,000	0	\$	\$		0.00%		0
92059 PALA	1	\$299,000	\$299,000	\$299,000	0	\$	\$		0.00%		16
92060 PALOMAR MTN	0	\$	\$		3	\$256,166	\$330,000	\$768,500	93.49%	55	0
92061 PAUMA VALLEY	0	\$	\$		1	\$350,000	\$350,000	\$350,000	95.89%	518	0
92064 POWAY	12	\$856,241	\$649,000	\$10,274,900	1	\$300,000	\$300,000	\$300,000	83.33%	365	41
92065 RAMONA	10	\$421,480	\$299,000	\$4,214,800	0	\$	\$		0.00%		41
92066 RANCHITA	0	\$	\$		0	\$	\$		0.00%		0
92067 RANCHO SANTA FE	12	\$3,351,250	\$1,875,000	\$40,215,000	1	\$1,515,000	\$1,515,000	\$1,515,000	89.38%	175	30
92068 SAN LUIS REY	0	\$	\$		0	\$	\$		0.00%		0
92069 SAN MARCOS	1	\$620,000	\$620,000	\$620,000	0	\$	\$		0.00%		24
92070 SANTA YSABEL	2	\$522,449	\$319,898	\$1,044,898	2	\$182,500	\$175,000	\$365,000	92.17%	337	0
92071 SANTEE	2	\$357,000	\$289,000	\$714,000	1	\$157,500	\$157,500	\$157,500	85.14%	279	0
92075 SOLANA BEACH	0	\$	\$		1	\$1,430,000	\$1,430,000	\$1,430,000	71.93%	46	6
92078 SAN MARCOS	1	\$949,000	\$949,000	\$949,000	0	\$	\$		0.00%		0
92081 VISTA	2	\$1,249,500	\$299,000	\$2,499,000	0	\$	\$		0.00%		0
92082 VALLEY CENTER	14	\$764,542	\$375,000	\$10,703,596	1	\$387,500	\$387,500	\$387,500	96.88%	23	0
92083 VISTA	3	\$533,333	\$625,000	\$1,600,000	0	\$	\$		0.00%		0
92084 VISTA	8	\$704,750	\$400,000	\$5,638,000	1	\$38,681	\$38,681	\$38,681	22.10%	147	0
92086 WARNER SPRINGS	3	\$424,666	\$400,000	\$1,274,000	0	\$	\$		0.00%		0
92091 RANCHO SANTA FE	0	\$	\$		0	\$	\$		0.00%		0
92093 LA JOLLA	0	\$	\$		0	\$	\$		0.00%		0
92101 SAN DIEGO DOWNTOWN	0	\$	\$		0	\$	\$		0.00%		0
92102 SAN DIEGO	1	\$350,000	\$350,000	\$350,000	0	\$	\$		0.00%		0
92103 MISSION HILLS	5	\$1,312,800	\$875,000	\$6,564,000	0	\$	\$		0.00%		0
92104 NORTH PARK	0	\$	\$		0	\$	\$		0.00%		0
92105 EAST SAN DIEGO	1	\$550,000	\$550,000	\$550,000	0	\$	\$		0.00%		5
92106 POINT LOMA	2	\$2,200,000	\$1,900,000	\$4,400,000	0	\$	\$		0.00%		0
92107 OCEAN BEACH	0	\$	\$		0	\$	\$		0.00%		0
92108 MISSION VALLEY	0	\$	\$		0	\$	\$		0.00%		0
92109 PACIFIC BEACH	3	\$1,958,333	\$1,375,000	\$5,875,000	0	\$	\$		0.00%		3
92110 OLD TOWN SD	2	\$320,000	\$320,000	\$640,000	0	\$	\$		0.00%		0
92111 LINDA VISTA	0	\$	\$		0	\$	\$		0.00%		0
92113 LOGAN HEIGHTS	0	\$	\$		0	\$	\$		0.00%		0
92114 ENCANTO	1	\$80,000	\$80,000	\$80,000	1	\$150,000	\$150,000	\$150,000	75.04%	219	11
92115 COLLEGE GROVE	2	\$315,000	\$315,000	\$630,000	0	\$	\$		0.00%		0
92116 NORMAL HEIGHTS	2	\$999,950	\$299,900	\$1,999,900	0	\$	\$		0.00%		0
92117 CLAIREMONT MESA	0	\$	\$		0	\$	\$		0.00%		0
92118 CORONADO	0	\$	\$		0	\$	\$		0.00%		0
92119 SAN CARLOS	0	\$	\$		0	\$	\$		0.00%		0

92120 DEL CERRO	0	\$	\$		0	\$	\$	0.00%	0		
92121 SORRENTO	0	\$	\$		0	\$	\$	0.00%	0		
92122 UNIVERSITY CITY	0	\$	\$		0	\$	\$	0.00%	0		
92123 MISSION VALLEY	0	\$	\$		0	\$	\$	0.00%	0		
92124 TIERRASANTA	0	\$	\$		0	\$	\$	0.00%	0		
92126 MIRA MESA	0	\$	\$		0	\$	\$	0.00%	0		
92127 RANCHO BERNARDO	10	\$1,779,687	\$1,399,000	\$17,796,876	5	\$1,089,499	\$999,999	\$5,447,499	92.96%	54	29
92128 RANCHO BERNARDO	0	\$	\$		0	\$	\$	0.00%	0		
92129 RANCHO PENASQUITOS	0	\$	\$		0	\$	\$	0.00%	0		
92130 CARMEL VALLEY	4	\$1,587,500	\$1,475,000	\$6,350,000	0	\$	\$	0.00%	0		
92131 SCRIPPS MIRAMAR	1	\$475,000	\$475,000	\$475,000	0	\$	\$	0.00%	0		
92139 PARADISE HILLS	1	\$85,000	\$85,000	\$85,000	0	\$	\$	0.00%	0		
92145 MIRAMAR	0	\$	\$		0	\$	\$	0.00%	0		
92154 OTAY MESA	3	\$236,633	\$275,000	\$709,900	0	\$	\$	0.00%	0		
92155 SAN DIEGO	0	\$	\$		0	\$	\$	0.00%	0		
92161 SAN DIEGO	0	\$	\$		0	\$	\$	0.00%	0		
92173 SAN YSIDRO	3	\$1,950,000	\$2,100,000	\$5,850,000	0	\$	\$	0.00%	0		
<b>TOTALS</b>	<b>302</b>			<b>\$316,436,859</b>	<b>38</b>			<b>\$19,217,880</b>			